

UNITED STATES DEPARTMENT OF AGRICULTURE
Extension Service
Washington 25, D. C.

Summary of Questionnaire to States regarding feeder
calf auction demonstration sales, sponsored or
cooperated with by State Extension Services *

1. Question: Has your Extension Service sponsored feeder cattle sales demonstrations?

29 States replied. 11 States held such sales and were tabulated. Two States reported 4-H Club calf sales which were not tabulated as they were not comparable.

State reports tabulated were:

Arkansas	Louisiana	Ohio
Georgia	Mississippi	Virginia
Illinois	Missouri	West Virginia
Iowa	North Carolina	

2. Question: Number of years sales have been conducted?

<u>Years</u>	<u>States Reporting</u>	<u>Years</u>	<u>States Reporting</u>
1	1	10	1
2	3	11	2
3	1	13	1
4	1	22	1

3. Question: Number of sales held, 1950 _____ 1951 _____ ?

<u>No. of Years Sales have been held</u>	<u>States Reporting</u>	
	<u>1950</u>	<u>1951</u>
1	3	2
2-3	1	2
4-5	2	2
6-10	2	3
11-over	2	2

4. Question: Number of calves sold, 1950 _____ 1951 _____ ?

<u>Number sold</u>	<u>States Reporting</u>	
	<u>1950</u>	<u>1951</u>
500 or less	1	1
501 to 1,000	2	1
1,001 to 1,500	3	1
1,500 to 2,500	1	4
2,500 to 10,000	1	2
over 10,000	2	2

* Summarized by Luke M. Schruben, In Charge, Livestock, Dairy, and Poultry Marketing Section, Division of Agricultural Economics.

5. Question: Responsibility for organizing and conducting sale
(indicate all participants who had responsibility)?

- (a) Extension Committee: Yes 5 No 6
 (b) Animal Husbandry Specialist: Yes 11 No None
 (c) Marketing Specialist: Yes 7 No 1
 (d) Producer Committee: Yes 10 No 1
 (e) Commercial Interests: (bankers, Co-op managers, fair boards, etc.) Yes 8 No 3
 (f) Other: (county agents, vo-ag teachers, G.I. instructors, livestock associations, etc.) Yes 11
 (g) Man-days of time required per sale, including time for organizing, advertising, conducting sales, and follow-up:

College Staff Members	
Days Worked	States Reporting
1 - 2	1
3 - 4	4
5 - 6	1
7 - 8	3
9 - 10	1
no est.	1

County Agents	
Days Worked	States Reporting
4	2
7 - 10	4
11 - 15	2
over 15	1
no est.	2

6. Question: Methods of consigning calves?

(a) Limitations on age of calves (list) -

Age Limitation	States Reporting
No limitation	2
Under 1 year	4
Weight not less than 300-350 lbs.	1
Only calves and yearlings	2
Calves and yearlings under 600 lbs.	1
Calves dropped from Feb. 15 to Apr. 30 year of sale	1

(b) Limitations on quality or breeding: Yes 9 No 2
(If yes, explain)

Nature of Limitation	States Reporting
Strictly beef breeding	5
Accept only good grade and better of beef breeding	2
From good beef cows and purebred bulls	1
Limit listing to association members	1

(c) Are cattle inspected and screened on farm prior to sale? Yes 7 No 4

When Inspection is Made	States Reporting
1 - 9 days prior to sale	1
10 - 19 " " " "	3
20 - 29 " " " "	0
30 - 39 " " " "	2
over 40 " " " "	1

(d) Is advanced consignment required? Yes 7 No 4
How long?

Length of Time	States Reporting
10 - 19 days	2
20 - 29 "	1
30 - 39 "	1
40 - 49 "	3
over 49 "	3
no reply	1

(e) Is there a consignment fee? Yes 9 No 2 Amount?

Amount of Fee	States Reporting
\$.50 to \$.99	1
1.00 to 1.49	5
1.50 to 1.99	0
2.00 to 2.49	2
2.50 to 3.00	2
3% of sales	1
no report	1

(f) Minimum number of animals considered necessary to make sale successful?

Minimum Number of animals	States Reporting
100 - 199	1
200 - 299	0
300 - 399	3
400 - 499	1
500 and over	6

(g) Number of consignors per sale?

1951 Average number of consignors	States Reporting	:Least number of consignors	States Reporting	:Largest number of consignors	States Reporting
10 - 19	2	10 - 19	2	50 - 69	2
20 - 29	0	20 - 29	2	70 - 89	1
30 - 39	3	30 - 39	0	90 - 119	0
40 - 49	2	40 - 49	1	120 - 149	3
50 - 79	0	50 - 79	1	no report	5
80 - 109	2	no report	5		
no report	2				

(h) Are calves required to be weaned prior to sale?
Yes 4 No 7 How long prior?

Length of Time Required	States Reporting
No set time	1
1 to 14 days	0
15 to 30 "	3

7. Question: Operating the sale?

(a) When are calves assembled:

Day of sale 7 Day before sale 7

In some States both times for assembly are used at different auctions within the State.

(b) When are calves weighed?

At time of arrival 10 At time of sale 1

(c) Approximately how long does it take to sell 100 calves?

Minutes required to sell 100 Calves	States Reporting
1 - 19 minutes	1
20 - 39 "	4
40 - 59 "	1
60 - 79 "	2
80 - 99 "	1
no report	2

(d) Are calves officially graded? Yes 10 No 2

1. By whom?

	States Reporting
State Department of Agriculture	2
Extension Animal Husbandry	
Specialist	8
Producer committee	1
Packer representative	1
Market News representative	1

2. When?

Day of sale	6
Time of arrival	4

3. How identified?

Method of Identification	
Ear tag	3
Paint	2
Sales number stickers	2
Pen sheets or lot numbers	2
No report	2

4. List grade classes?

Grade Classes	
Fancy, choice, good, medium, common	5
Sorted in uniform lots, each buyer determines grade	3
Fancy, choice, good	1
Choice, good, medium	2

5. List weight classes and limitations?

<u>Weight Classes</u>	<u>States Reporting</u>
No limitation	3
Less than 50 lbs. spread between classes	1
Spread of 50 lbs. between classes	3
" " 100 " " "	1
Minimum weight 300-350 lbs.	3
Maximum " 650 "	1
Listed only as calves and yearlings	1
No report	1

All sales within some States do not follow the same operating policy.

(e) How are calves sold?

<u>Sales policies</u>	
Calves identified with owner	2
In lots - one owner	2
Comingled ownership	9
" " by lots	9
Sell by head	1
Sell by pound	8
By head or pound at request of buyer	1
No report	1

8. Question: List types of facilities where auctions are held?

<u>Type of Facilities</u>	<u>States Reporting</u>
(a) Private auction sales barn	9
(b) Fairgrounds	3
(c) Cooperatively owned sales barn	6
(d) Temporary facilities	3

9. Question: Handling arrangements?

<u>(a) Who Receives Cattle</u>	<u>States Reporting</u>
Auction sale owner	4
Local sales committee	7

<u>(b) How long held after sale</u>	
No maximum time indicated	3
Overnight	5
Two days	2
Reasonable time	1

(c) Requirements for settlement:

<u>1. With Seller</u>	
1 day to 2 weeks (as soon as books can be closed)	5
Settle with auction barn operator	3
Day of sale	1
No report	3

2. With Buyer	States Reporting
Immediate settlement	3
Before cattle are moved	6
Establish credit prior to sale	3
No report	1

10. Question: Health requirements?

<u>Heifers</u>	
Vaccinated for Bangs	4
Herds must be TB free	1
Must be Bangs free 30 days prior to sale	1
Blood tested and negative	1
No requirements	1
<u>All calves</u>	
Vaccinated for black leg	3
" " shipping fever	2
Have veterinary inspection	3
Usual State requirements	1
No requirements	2
Show no sign of disease as based on inspection of Committee	3
Hemorrhagic Septicemia Bacterin administered 30 days prior and again 7 - 10 days prior to sale	1

11. Question: Who serves as auctioneer?

Professional auctioneer	10
" " not associated with barn where sale is held	1

12. Question: Costs per head of selling?

Average	States Reporting	Highest	States Reporting	Lowest	States Reporting
1.00 - 1.49*	1	1.50 - 1.99	1	1.00 - 1.49	1
1.50 - 1.99	2	2.00 - 2.49	0	1.50 - 1.99	2
2.00 - 2.49	0	2.50 - 2.99	0	2.00 - 2.49	0
2.50 - 2.99	1	3.00 - 3.49	2	2.50 - 2.99	0
3.00 and over	1	3.50 - 3.99	0	3.00 - 3.49	1
2 percent	3	4.00 and over	1	1 percent	1
3 "	2	2 percent	2	2 "	2
No report	1	3 percent	3	3 "	2
		No report	2	No report	2

* Plus 1/2 of 1 percent

13. Question: Results from sales demonstrations?

(a) Price comparison to farm price	States Reporting
Higher but no amount given	1
Estimated \$1.00-1.99 higher	0
" 2.00-2.99 "	4
" 3.00-3.99 "	0
" over 4.00 "	1
No report	5

- (b) Changes in quality of calves sold from year to year, if any?

	<u>States Reporting</u>
Definite improvement	5
Not operated long enough	2
No improvement	1
No report	3

- (c) Has responsibility shifted from specialist to committee of producers over the years?

Yes 10 No 1

14. Question: What is done in the way of advertising sale and indicate distribution of literature?

<u>Methods of Advertising</u>	
Press - local	7
Press - State	7
Press - out-of-State	2
Radio	6
Letters and leaflets - widely distributed	8
" " " - select group	3
Packers and buyers	1
Charge of 25¢ per head for advertising	1

15. Question: Indicate follow-up with calf buyers to determine how calves performed, death losses, etc.?

<u>Ways Used</u>	
No follow-up	5
Questionnaire to purchasers (65-80% reply)	2
Some personal contacting of buyers	5

16. Question: If you were organizing a feeder calf auction demonstration sale in your State, what steps would you take to be sure of a successful demonstration?

The answers to question 16 did not lend themselves to tabulation. It was surprising, however, the uniformity that prevailed in the State reports regarding specific points essential to success. There was general agreement on the following points:

1. Producers of feeder calves must be interested enough in the demonstration to support it, devote time to it, and patronize it.
2. The sales demonstration must be conducted in an area where sufficient good quality feeder calves are produced.

3. To be successful a sale should be advertised at least on a State-wide basis and in some areas on a broader basis.
4. Individual sales or groups of sales within a territory should list for sale a sufficient number of uniform quality cattle to attract good buyers.
5. Local committees made up of responsible producers, who have leadership ability and are willing to assume organizational and operational responsibility should be appointed.
6. There should be adequate sale facilities.
7. The local county agricultural agent should have a genuine interest in the demonstration.

There was considerable concern expressed by several of the States as to specific policies that should govern who could participate in the sales.

Other States were just as convinced the only purpose of the sale was to provide an outlet for fancy cattle. Some reports indicated that the primary purpose of the demonstration was to encourage application of the production recommendations made by the colleges. Other reports indicate that the primary purpose of the sale was to demonstrate a better method of selling cattle than the methods commonly employed by commercial sale companies.

Other suggestions were; (1) that a deposit be required, insuring that the calves would be offered for sale; (2) that the sales should be incorporated either as a corporation or a cooperative in order to limit liability; (3) organize the sale far enough in advance so that advance commitments can be secured to determine the success of the sale and if success is not assured, not to conduct it; (4) if possible, set up one breed sales; and (5) make sure the sale is operated smoothly and rapidly and keep all operations in the open as far as buying and selling are concerned.